

FIG. 1

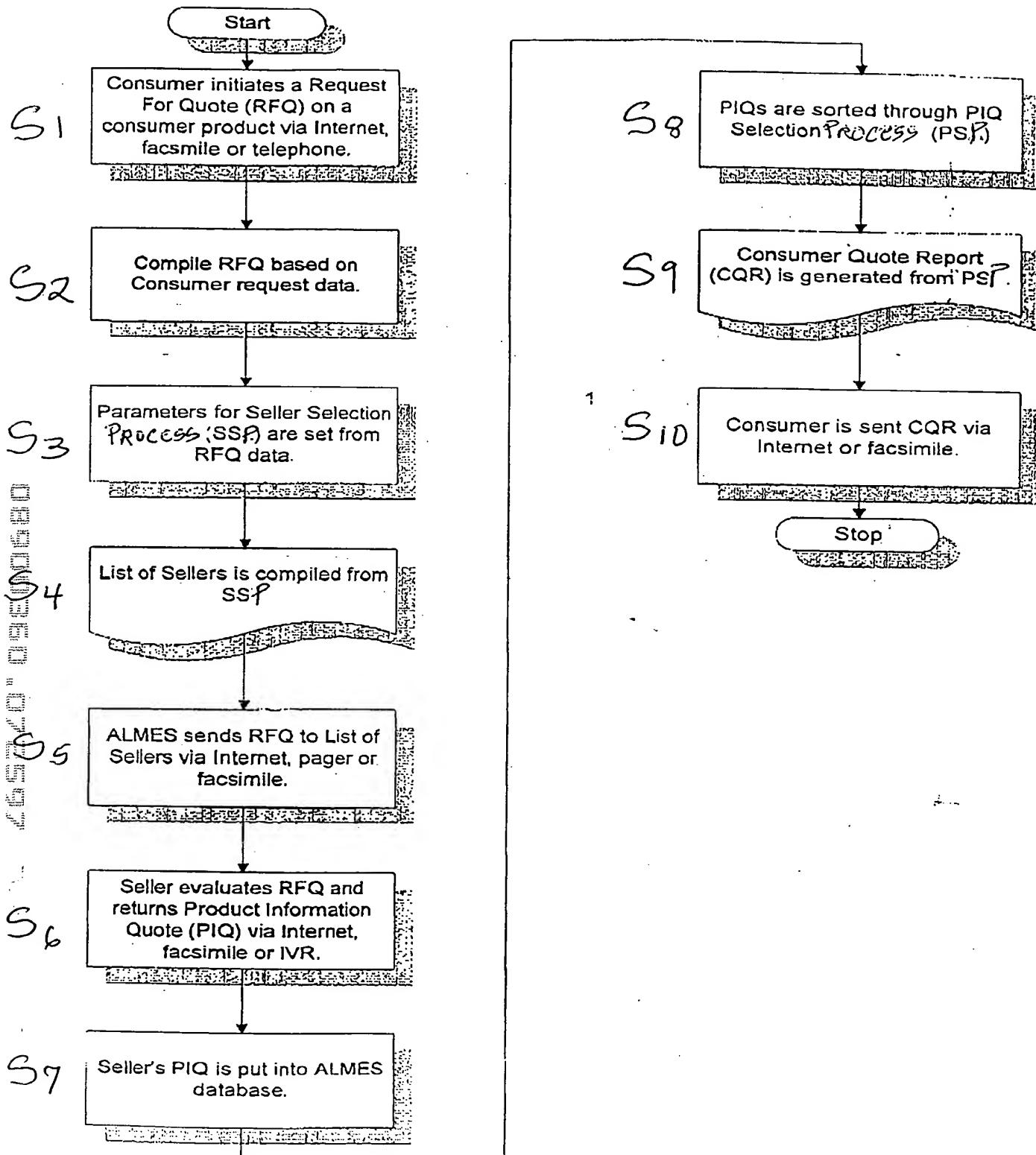


FIG. 2

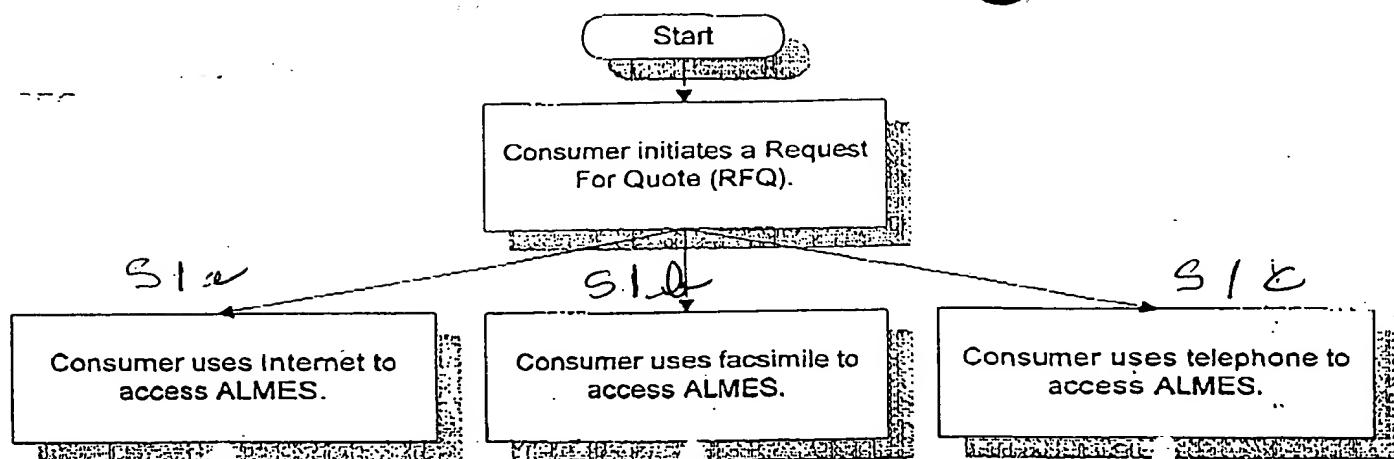


FIG 3

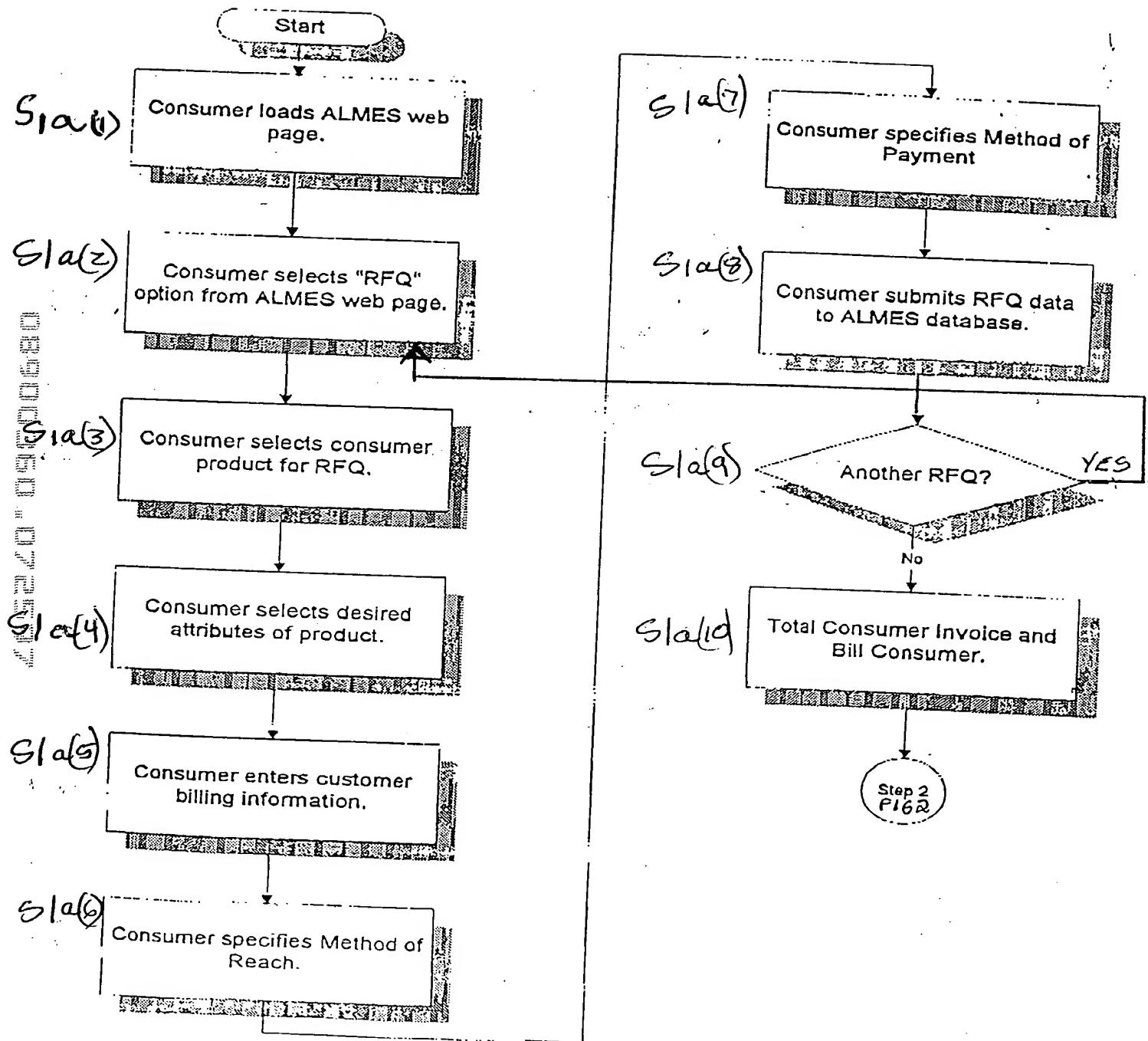


FIG 4

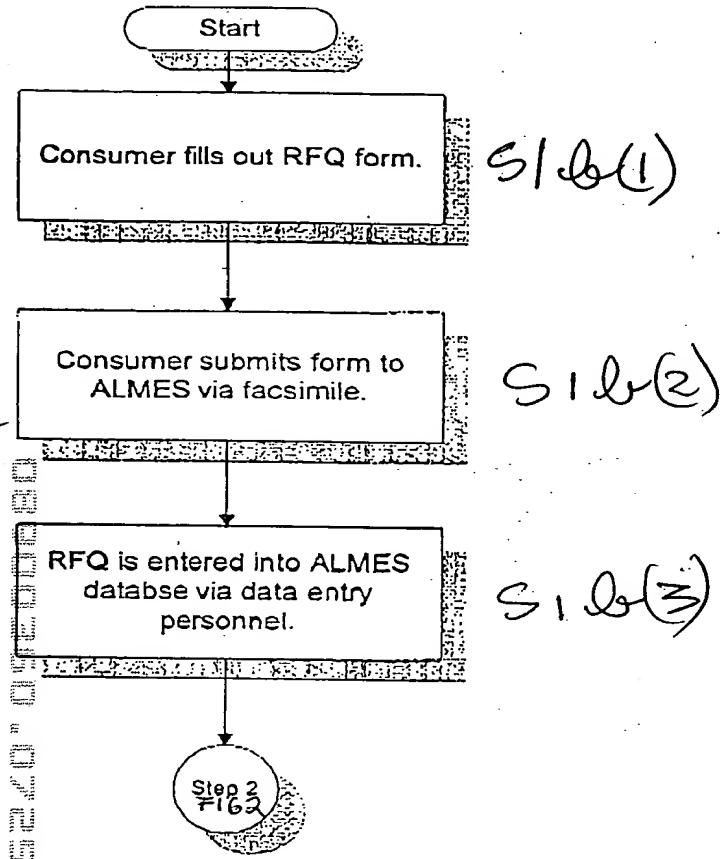


FIG. 5

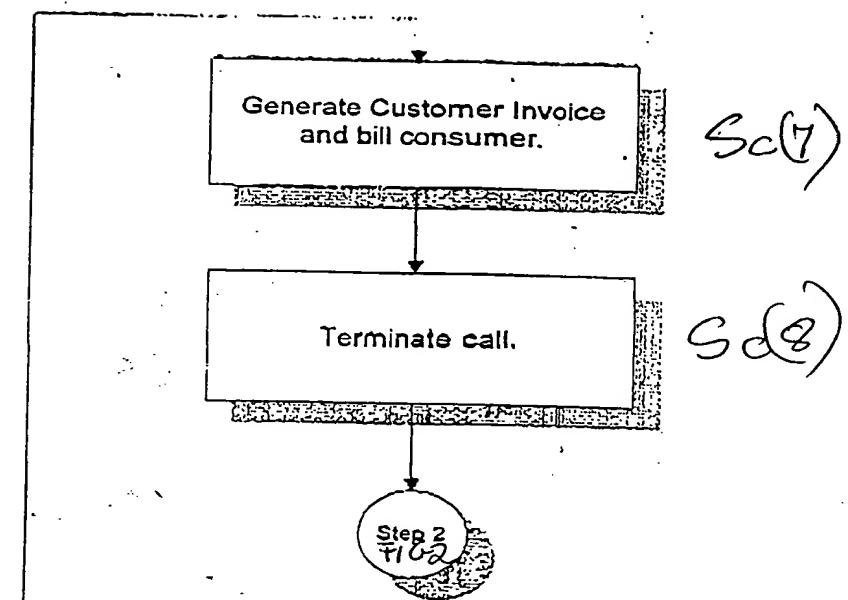
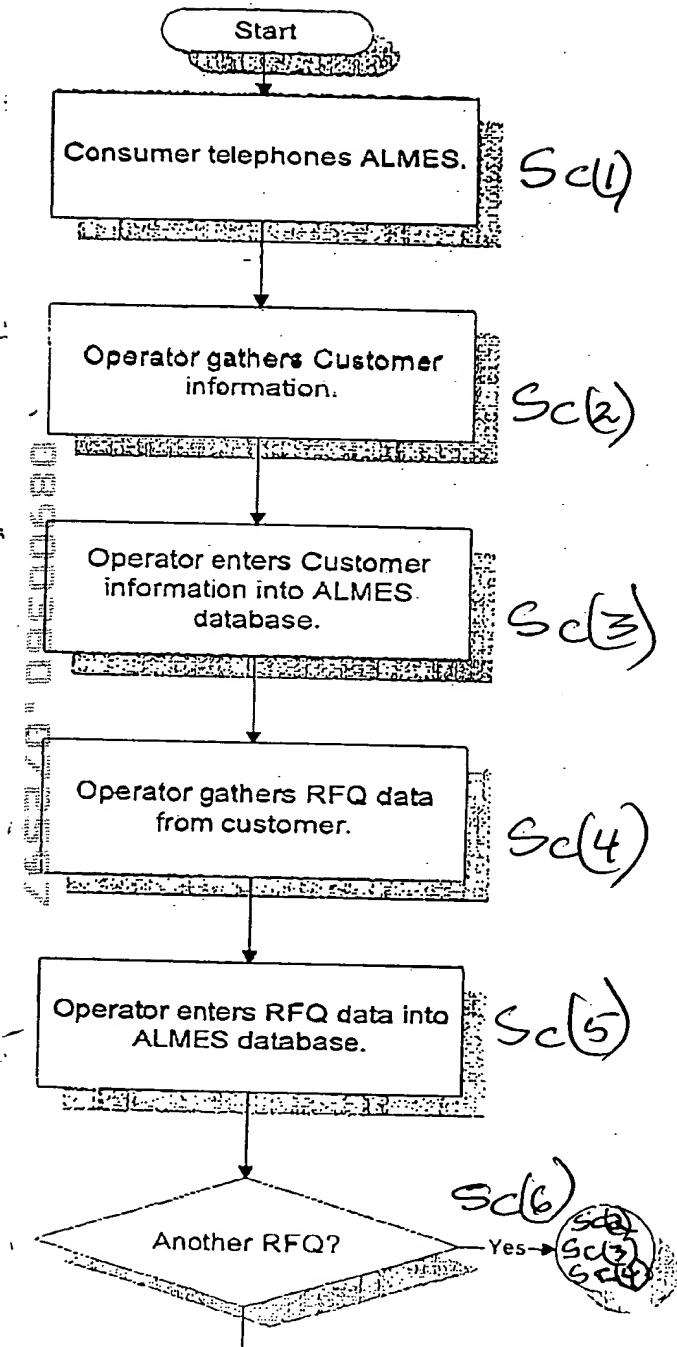


FIG. 6

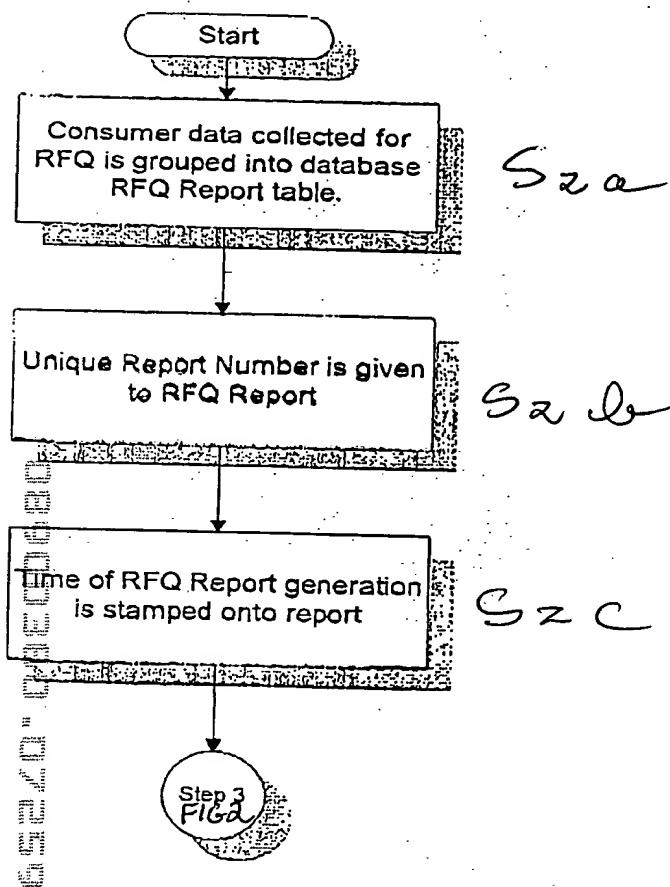


FIG. 7

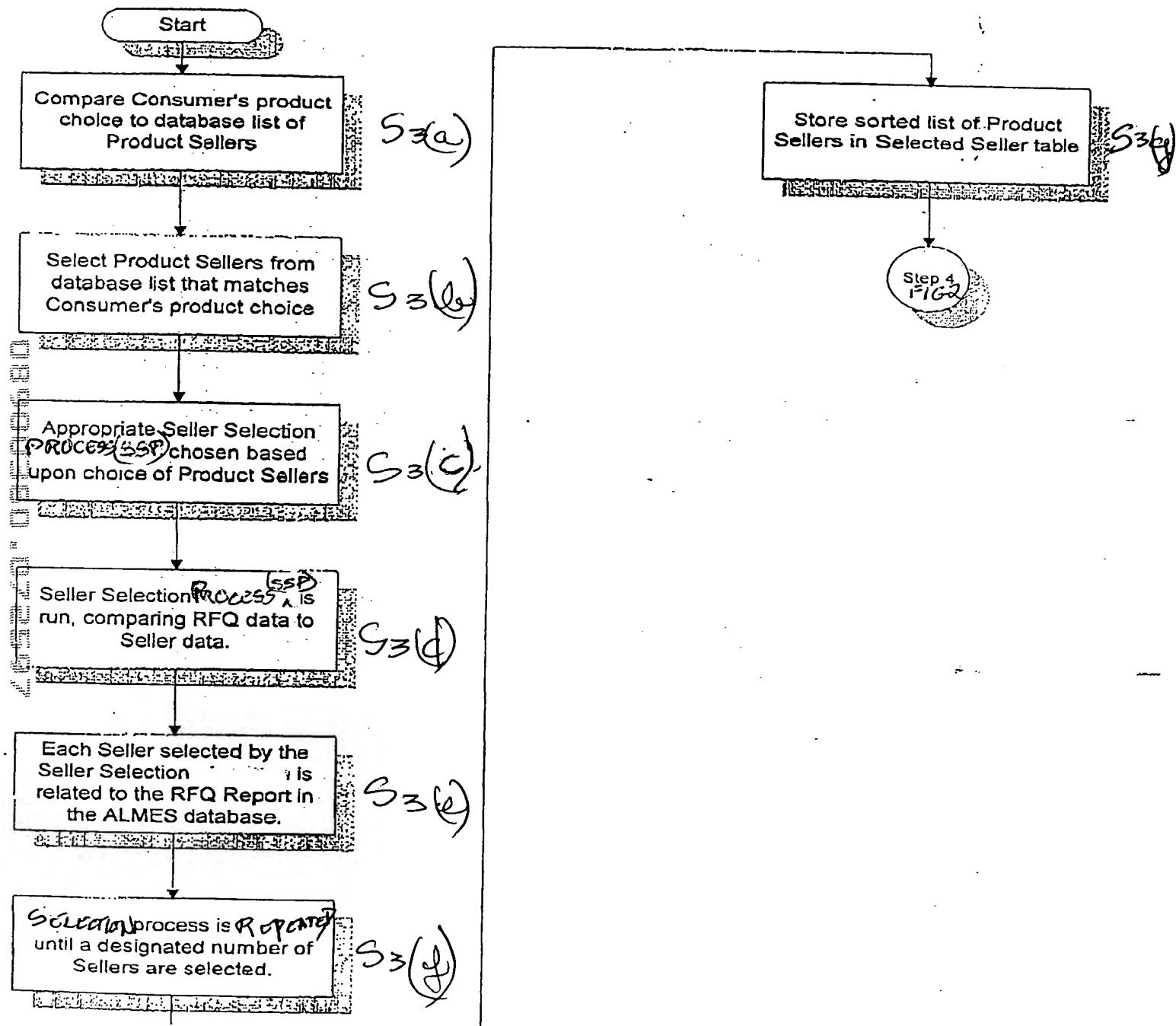
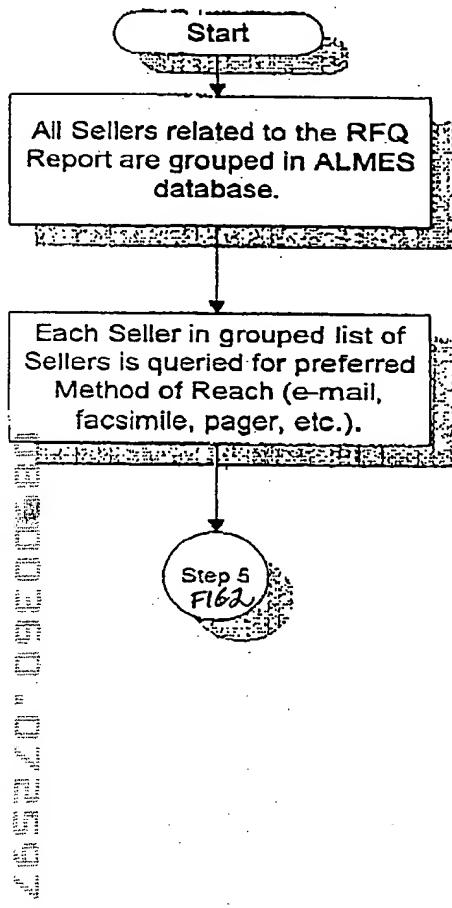


FIG. 8



S4a

S4b

F16 9

A: Identification Information

Customer Name	First	Middle	Last
Mail Address			
City	State		
Zip	Apartment Number		
Home (or office) phone			
SSN Number			
Wish to receive my Report by: FAX <input type="checkbox"/> Overnight Mail <input type="checkbox"/>			

B: Vehicle Specifications (in preference order)

Make	Model	Doors	Series	Style/Class
Example: Ford	Taurus	4	LX	Sedan
Range of Years	From		To	
Range of Miles	From		To	
Range of Price	From \$		To \$	
Interior Color Choices			or	
Exterior Color Choices			or	

C: Accessories Requested:

Wheel Drive (4WD)	<input type="checkbox"/>
Conditioning	<input type="checkbox"/>
S Brakes	<input type="checkbox"/>
bag - Driver side	<input type="checkbox"/>
bag - Passenger side	<input type="checkbox"/>
mm	<input type="checkbox"/>
Wheel Drive	<input type="checkbox"/>
ty Wheels	<input type="checkbox"/>
FM Radio	<input type="checkbox"/>
satellite	<input type="checkbox"/>
Player	<input type="checkbox"/>
se Control	<input type="checkbox"/>
ther. Seats	<input type="checkbox"/>
Locks	<input type="checkbox"/>
Steering	<input type="checkbox"/>
Windows	<input type="checkbox"/>
f Rack	<input type="checkbox"/>
Roof -Power	<input type="checkbox"/>
Roof -Manual	<input type="checkbox"/>
Steering	<input type="checkbox"/>
Pckge	<input type="checkbox"/>
Transmission - Auto	<input type="checkbox"/>
Transmission - Manual	<input type="checkbox"/>
if:	<input type="checkbox"/>
if:	<input type="checkbox"/>

D: Financing Information:

Possible Payment Methods:	Loan <input type="checkbox"/>	Lease <input type="checkbox"/>	Cash <input type="checkbox"/>
Check all that apply			
Preferred Term of Loan			
Preferred Term of Lease			
If financing, estimate your Down Payment			
Month	Month		

E: Potential Aftermarket Sales:

I am interested in buying:

Extended Warranty

GAP Insurance

Rust Protection

Credit Life Insurance

Accident and Health Insurance

There is no obligation to purchase any of the above items.

YES	NO

MAYBE

F: Potential Trade-In Information:

(Describe your car here if you might trade it in.)

Make/Model

Year

Miles on Vehicle

Doors

Series

Style/Class

Color - Exterior

Interior

Condition - Exterior

Interior

(Check box if your vehicle has any of the following items in working condition)

A/C

Power locks

Leather Seats

CD

Pwr Sun Roof

4WD

Auto Transmission

Cruise Control

Convertible

Air bags

There is no obligation to sell your vehicle to any dealership.

Pwr Steering

Tow Package

Roof Rack

G: Payment of \$20 to COORS LVICE BY

Add \$10 if requesting overnight mail delivery

Select Credit Card: Visa Mastercard Amer. Exp.

Acct Num _____

Ex date: _____

Billing Address: Street _____ Apt # _____

City _____ Zip _____

FIG. 10

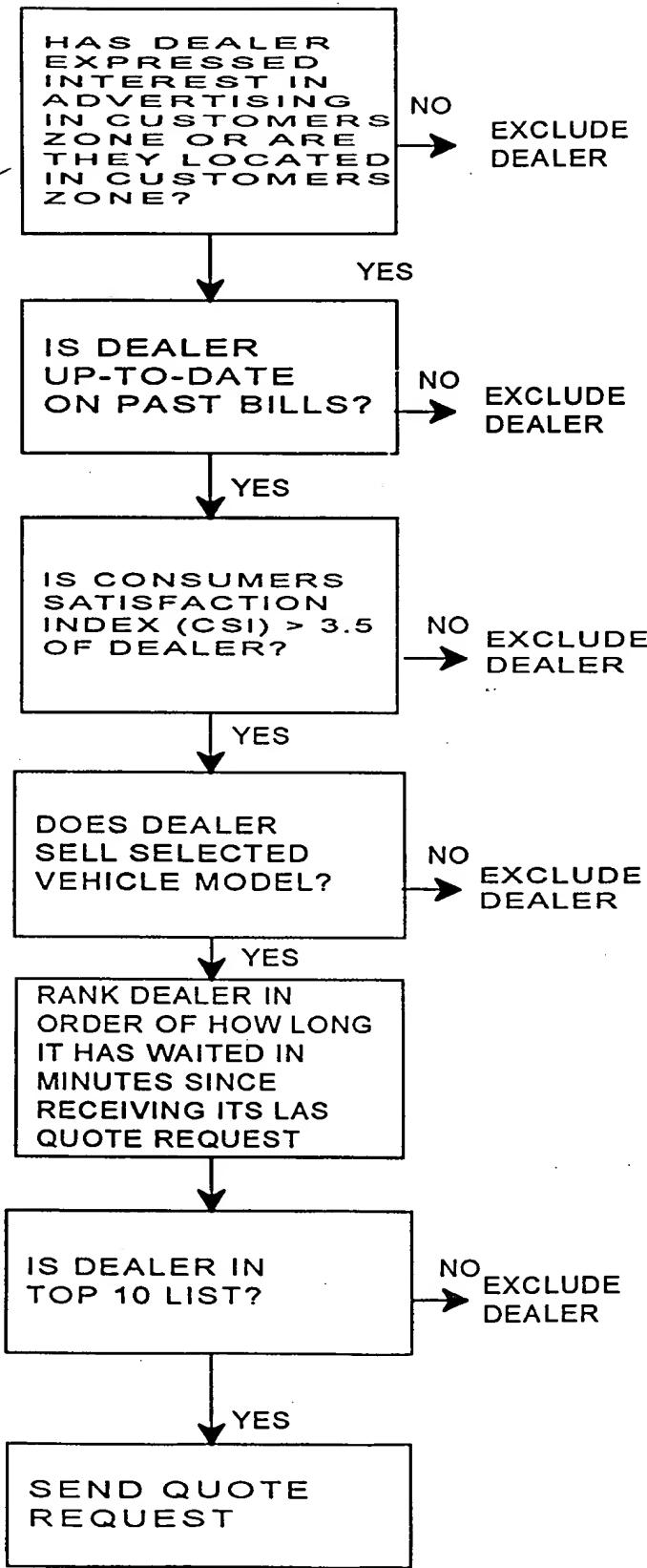


FIG. 11

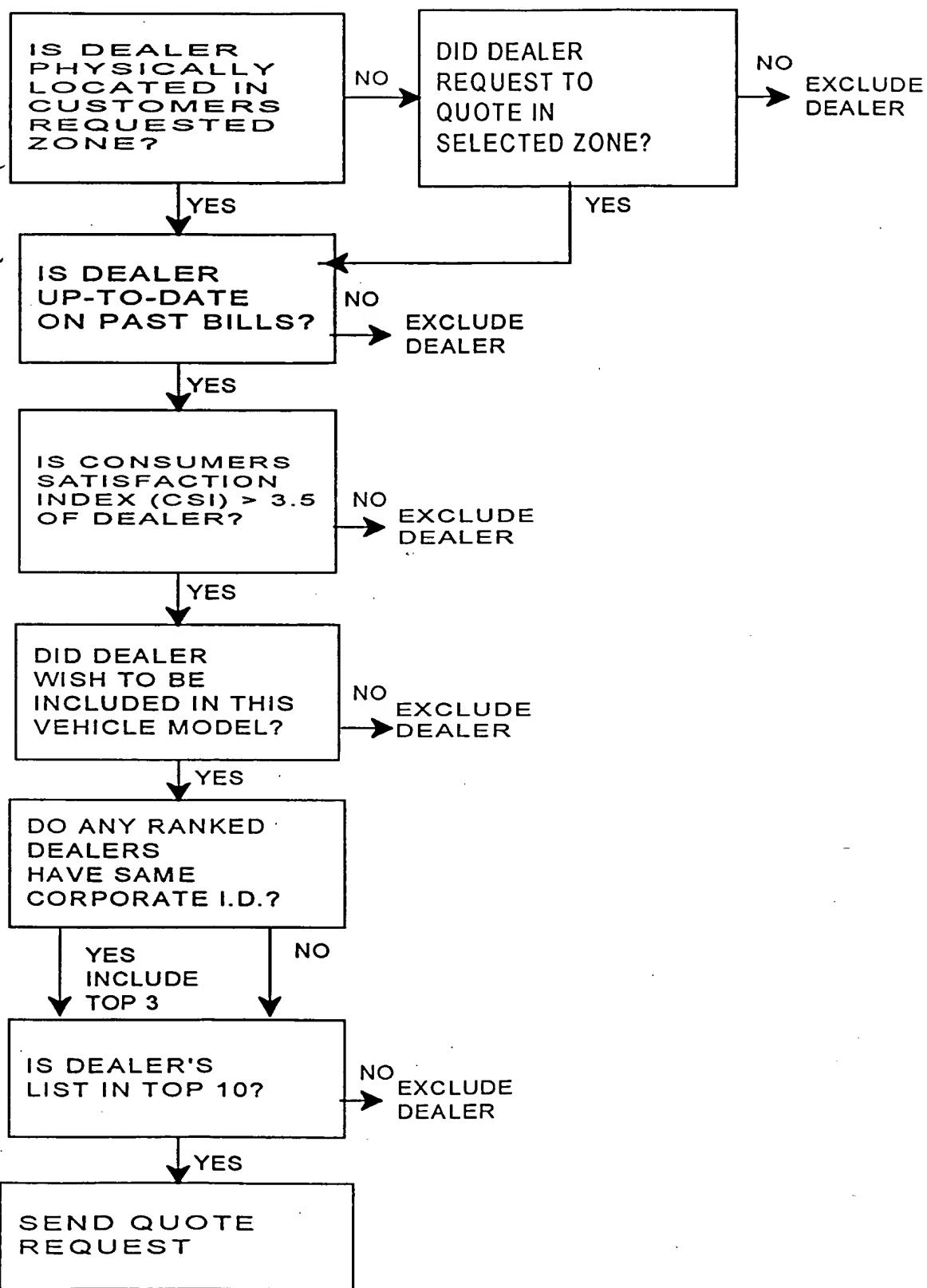


FIG. 10

Identification Information:

Report Number (8 digits)
 Dealership ID (7 digits)
 Dealership Name
 NAQS Manager PIN (6 digits)
 This Vehicle must be Advertised Yes No
Dealers are entitled to one "Guaranteed" ad per Report. If "Yes" - ad will be printed. If "No" - ad printed only if it better matches the consumer's request versus other vehicles. This option may not be activated for your dealership.

Vehicle Location:
 On our lot Wholesellers lot
 Stock Number
 Delivery Date 7/16/96
 Price Hold (Do you will hold Price)
 Physical Hold (Do you will hold vehicle if over miles)

Vehicle Specifications:

Model Year (1994)
 Make (FORD)
 Model (TAURUS)
 Doors (4) Series (GL)
 Style (or Class) (Sedan)
 Mill (Do not incl. 1/10s) Cyl'ds
 Exterior Color (Blue)
 Interior Color (Grey)
(See page common names for colors - light red, dark blue, medium green)

Accessories Included:

Put an "X" in Box if the Vehicle contains the following

4WD	<input type="checkbox"/>	Leather Seats	<input type="checkbox"/>
A/C	<input type="checkbox"/>	Pwr Locks	<input type="checkbox"/>
ABS Brakes	<input type="checkbox"/>	Pwr Steering	<input type="checkbox"/>
Air bag - Drvr	<input type="checkbox"/>	Pwr Windows	<input type="checkbox"/>
Air bag - Psgtr	<input type="checkbox"/>	Roof Rack	<input type="checkbox"/>
Alarm	<input type="checkbox"/>	Sun Roof - Power	<input type="checkbox"/>
All Wheel Drive	<input type="checkbox"/>	Sun Roof - Manual	<input type="checkbox"/>
Alloy Wheels	<input type="checkbox"/>	Tilt Steering	<input type="checkbox"/>
AM/FM Radio	<input type="checkbox"/>	Tow Pckge	<input type="checkbox"/>
Cassette	<input type="checkbox"/>	Trans - Auto	<input type="checkbox"/>
CD Player	<input type="checkbox"/>	Trans - Manual	<input type="checkbox"/>
Cruise Cntrl	<input type="checkbox"/>	Other: _____	<input type="checkbox"/>

Pricing Information:

On-The-Road Price \$
 Price Includes Warranty Yes No
 Warranty: Miles Days
 Type of Coverage
 Money-back guarantee: Yes Days

Financing Information:

Assume a "Best Credit" situation for every customer. Dealers are not authorized by NAQS to run credit reports on NAQS consumers. This fact is relayed to the customer.

Loan Approved	Yes <input type="checkbox"/>	No <input type="checkbox"/>	Not Checked <input type="checkbox"/>
Amount Financed	\$ <input type="text"/>	<input type="text"/>	
Financing Rate	<input type="text"/>		
Monthly Payments	\$ <input type="text"/>	<input type="text"/>	
Term of Loan	<input type="text"/> Months		
Down Payment	\$ <input type="text"/>	<input type="text"/>	

Leasing Information:

Not applicable for used car advertising.

Lease Approved	Yes <input type="checkbox"/>	No <input type="checkbox"/>	Not Checked <input type="checkbox"/>
Capitalized Cost	\$ <input type="text"/>	<input type="text"/>	
Monthly Payments	\$ <input type="text"/>	<input type="text"/>	
Term of lease	<input type="text"/> Months		
Refundable Deposit	\$ <input type="text"/>	<input type="text"/>	
Down Payment	\$ <input type="text"/>	<input type="text"/>	
Residual Value \$	\$ <input type="text"/>	<input type="text"/>	
Money Factor (Int. Rate)	<input type="text"/> %		
Mileage Cap	<input type="text"/>		
Cost/Mile > Cap	\$ <input type="text"/>	Cents/Mile <input type="text"/>	

Additional Comments

(Maximum 30 spaces)

Manager's Signature: R. D. COPE

Date

* "On-The-Road" price includes all tax, tag, registration, freight, preparation, destination, advertising, and lien fees (when applicable).
 Use black ink pen to fill out form. NAQS is not responsible for errors or omissions.

FIG. 13

Fig 14

USED CARS:

How vehicles are selected for advertising when more than 14 are submitted.

1. All incoming vehicles are rated by our proprietary system for how closely they match the customer's request.
2. On each Report, individual dealers are limited to 3 ads. Dealer families are limited to 5 ads.
3. If requested on the "Quote Form", each dealership is guaranteed one (1) ad printed on The Auto Quote Report.
4. The remaining spots are awarded to the vehicles that rate highest.
5. In the event of a ratings tie, the vehicles with the lowest OTR prices are selected.
6. Vehicles are organized on The Auto Quote Report in order of the proprietary rating.

<u>Match</u>	<u>Weighting</u>	<u>Match</u>	<u>Weighting</u>
Model	80	Year Range ³	7
Series ¹	40	Mileage Range ⁴	7
Style (or Class)	30	Ext. Color ⁵	6
Price Range ²	15	Transmission (Auto/Man.)	5
Zone customer requested ⁵	10	A/C	4
4WD ⁵	9	Leather ⁶	4
Doors ⁵	9	Other Listed ⁶	2
		Other Unlisted ⁶	Set by buyer

NOTES:	
(1)	"Series" match only awarded points if some model vehicle
(2)	Price Range: Points are awarded if less than maximum.
(3)	Year Range: Points are awarded if within range only
(4)	Mileage Range: Points are awarded if less than maximum.
(5)	Points are awarded for exact matches only
(6)	Points are awarded for positive matches only

FIG. 15

VEHICLE INFORMATION		VEHICLES REQUESTED:		CUSTOMER INFORMATION	
RANK	SELLER	A	B	C	
13		12		14	
MAKE, MODEL	Ford Taurus	Mer. Sable	Ford Taurus	JANE DOE	
DOORS, SERIES, STYLE	4Dr. GL Sedan	4Dr. GS Sedan	4Dr. GL Sedan	CUSTOMER NUMBER: 123455	
YEAR	1992	1995	1994	ac	
MILES	76,125	29,941	46,025		
EXTERIOR / INTERIOR COLOR	Blue / Grey	Red / Grey	Green / Grey		
STOCK NUMBER	56980	26180	56980		
Your "On-the-road" Price	\$8,300	\$11,900	\$13,112		
Location of lot	Our lot	Another lot	Our lot		
Location of vehicle					
WARRANTY - INFO.					
Price includes Warranty	Yes 300 / 25000 Correlation				
Warranty duration (lesser of days/miles)					
Type of coverage	Yes/ 5 days	4	3		
Money-back Guarantee / Days	2	7	3		
Price Hold (days)	5				
Physical Car hold (hours)					
FINANCING INFO.					
Loan Approved	Not Checked	Not Checked	Not Checked		
Banking Rate (Assumes "best credit")	8.26%	7.50%	7.75%		
Monthly Payments if financed	\$148.99	\$218.41	\$244.14		
Term of Loan (in months)	60	60	60		
Monthly Payment (not including trade-in)	\$1,000.00	\$1,000.00	\$1,000.00		
Amount Financed	\$7,300.00	\$10,900.00	\$12,112.00		
SPECIFICATIONS v 4WD					
Air Conditioning	Yes	Yes	Yes		
ABS (Anti-lock) Brakes	1	2	1		
Air Bags	Yes	Yes	Yes		
Alarm	Yes	Yes	Yes		
All Wheel Drive	Yes	Yes	Yes		
Alloy Wheels	Yes	Yes	Yes		
AM/FM Radio	Yes	Yes	Yes		
Cassette Player	Yes	Yes	Yes		
CD Player	Yes	Yes	Yes		
Cruise Control	Yes	Yes	Yes		
Leather Seats	Yes	Yes	Yes		
Power locks	Yes	Yes	Yes		
Power Steering	Yes	Yes	Yes		
Power Windows	Yes	Yes	Yes		
Roof Rack	Yes	Yes	Yes		
Sun roof (manual or Power)	Manual	Yes	Yes		
Tow Package	Yes	Yes	Yes		
Transmission (Automatic or Manual)	Automatic	Automatic	Automatic		
Other Items Included	Door Guards	Keyless Entry	Keyless Entry		
DEALER'S COMMENTS					
Excellent condition	1 owner	Open 24 Hours	Exit 13D off I-83		
Creampuff					

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Consumer initiates RFQ

22

ALMES Telecommunications
Center:
PBX,
Local Area Network,
CPU Workstations and Servers

Seller

23

24

HTTP Server
CPU running Server
application,
Dedicated high-speed digital
connection to Internet Service
Provider

Facsimile

25

Fax Server:
CPU with multi-port fax board,
Fax server application

Phone

26

Call Center Agent

27

Call Center:
Multiple CPUs connected to
Local Area Network,
Client front-end to ALMES
database,
Credit Card Verification
application

27

Firewall:
Application on HTTP Server

28

ALMES Database Server:
CPU running database
application

Wide Area Network connected
to multiple Telecommunications
and Call Centers

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FIG. 16

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